

## **Guidance Notes for Expressions of Interest Osney Lane, Oxford OX1 1NY**

### **Timing**

Expressions of interest are invited to be received by the Oxford office of Lambert Smith Hampton no later than close of business on Friday 30<sup>th</sup> September 2011.

### **Format**

Two complete hard copies plus a PDF version of the submitted hard copy in full to be emailed to [rwatson@lsh.co.uk](mailto:rwatson@lsh.co.uk).

### **Delivery**

Hard copies to be sent to Lambert Smith Hampton, Midland House, West Way, Botley, Oxford, OX2 0PH, for the attention of Richard Waterson.

### **Process**

After 30<sup>th</sup> September, Lambert Smith Hampton and BRBR will consider all Expressions of Interest received and will notify short listed parties by a target date of 28<sup>th</sup> October. A timetable for submission of Detailed Proposals will be issued to short listed parties at this time.

### **Viewings**

The site is presently vacant undeveloped land. There will be opportunity to view the site on a number of viewing days within the Expression of Interest stage. It is proposed that further viewings for short listed parties will be arranged on an individual basis. Detailed information for viewing is contained in the separate Guidance Note on the subject.

### **BRBR Objective**

The vendor's objective is to secure an initial purchase consideration plus future payment/s relating to the quantum of eventual development. For the avoidance of doubt the vendor is seeking to maximise the initial capital receipt on completion.

The vendor recognises that the site is of strategic importance to the overall regeneration of the West End area of central Oxford and that development of the subject site may also involve collaboration with one or more adjoining land owners. The vendor is seeking a purchaser with the necessary skills to maximise the site value through successful integration of the site with appropriate neighbouring land owners. This will be an important element of any submission to ensure that the vendor's future payments are maximised.

### **Royal Mail Group (RMG)**

Information on the Royal Mail Delivery Office site that adjoins the BRBR land is available from:-

Christopher Newns  
Avercet Property Limited  
42 Brook Street  
London  
W1K 5DB

07785 285100  
020 7958 9004  
[chris.newns@avercet.com](mailto:chris.newns@avercet.com)

### **Minimum Requirements of Expressions of Interest Response**

This site is identified within adopted Oxford City Council Planning Policy as an important development opportunity forming an integral part of the rejuvenation of the West End of Oxford. The adopted West End Area Action Plan (WEAAP) and adopted Core Strategy encourage development of the site.

It is recognised the development opportunity will only be maximised through the provision of successful solutions on a number of key issues including access, integration with adjoining ownership/s and flood consideration, for example. Through the Expressions of Interest stage we are therefore seeking interested parties who can clearly demonstrate the necessary enthusiasm, ability, commitment and resources to maximise the land value under the preferred sale basis. We would expect the response to cover the following key headings as a minimum response requirement;

1. Identity of Purchaser providing the name and registered Company details and primary contact for correspondence.

2. An initial master plan of your development proposals. This to include a summary of anticipated uses, indicative floor areas and massing. The interested party should also demonstrate through their submission how they propose integrating the site within the wider development opportunity identified as Site (17) within the West End Area Action Plan issued by Oxford City Council. This should include a strategy for working in collaboration with adjoining owners to deliver a comprehensive development that maximises the development value of BRBR's interest.
3. Financial. Headline information on the financial ability to successful fund the land purchase and to promote the site to the grant of planning permission and development.
4. Professional team. To identify the key members of your professional team with particular comment on special relevant experience.
5. Relevant experience. Examples of experience where you have purchased land in similar situations previously which has now been successfully developed.
6. Oxford intelligence. Demonstration of your understanding of the Oxford market and how your outline proposed scheme fits into this. Here we are also looking for understanding of the special characteristics of Oxford, as you perceive them, and how this has influenced your thinking in the preparation of your outline proposals.